

# Buying Safer Products: Environmentally Preferable Cleaners

## What is the Hazard or Problem:

Harsh cleaning chemicals contribute to poor indoor air quality and may cause acute and chronic reactions in both building occupants and janitorial staff.

## The Solution:

Purchasing cleaning chemicals with reduced health and environmental impacts, also referred to as environmentally preferable cleaning products



## Applicable Regulations/Consensus Standards:

- Massachusetts Statewide Contract # GRO16, Cleaning Products, Environmentally Preferable (Reduced Health and Environmental Impacts) available at [www.comm-pass.com](http://www.comm-pass.com)
- Green Seal standard for Industrial and Institutional Cleaners (GS-37) available at [www.greenseal.org](http://www.greenseal.org)

## Who in your Town or School Can Help:

Purchasing and janitorial staff, environmental and occupational health specialists.

## Who to Contact for Free Government or Other Assistance with the Problem:

Environmentally Preferable Products Purchasing Program  
Massachusetts Operational Services Division (OSD)  
One Ashburton Place, Room 1017  
Boston, MA 02108

Marcia Deegler                      Environmental Purchasing Program Manager (617) 720-3356  
marcia.deegler@osd.state.ma.us

Dmitriy Nikolayev                Environmental Purchasing Project Specialist (617) 720-3351  
dmitriy.nikolayev@osd.state.ma.us

## Further Reading:

### Massachusetts Statewide Contract #GRO16, Cleaning Products, Environmentally Preferable (Reduced Health and Environmental Impacts)

[http://www.comm-pass.com/Comm-PASS/Scripts/xdoc\\_view.idc?doc\\_id=014080&key\\_xx=](http://www.comm-pass.com/Comm-PASS/Scripts/xdoc_view.idc?doc_id=014080&key_xx=) The contract – awarded in April 2003 – covers general purpose, bathroom, glass and carpet cleaners, disinfectants, floor care products (strippers and finishes) and hand soaps. The formulation specifications for the contract were developed by a multi-state working group and based on Green Seal's GS-37 standard. They address such issues as product toxicity for humans and aquatic life, carcinogens and reproductive toxins, ozone-depleting substances, asthmagens, respiratory, skin and eye irritants, and a number of others. Public schools are eligible to use this contract for their purchases.

### INFORM's Cleaning for Health Report

<http://www.informinc.org/cleanforhealth.php> This report is a one-stop guide to environmentally preferable cleaning products and methods that have been effectively used in office buildings, schools, hospitals and other facilities in the United States and Canada. It describes pioneering product evaluation programs and lists the brands that were chosen based on environmental and performance criteria. It also provides a model specification, as well as manufacturer contacts and other resources for those who want to develop a safer cleaning program for their buildings. The publication can be ordered online (\$7.00). The introduction, table of contents and introduction are available for free.



## OSD's Environmental Purchasing Program

We are responsible for coordinating the state's efforts to increase the purchase of environmentally preferable products (EPPs). EPPs are goods and services that

- contain recycled materials,
- minimize waste,
- save energy or water,
- contain less toxic materials or
- have other environmental or public health benefits.

### The Environmental Purchasing Program

- researches new EPPs and their benefits,
- works to make EPPs available through the state contract system
- provides technical assistance and education on green purchasing issues

The program is based at OSD and largely funded by the Massachusetts Executive Office of Environmental Affairs and Department of Environmental Protection.

## For more information on EPPs:

### Receive free EPP publications!

- Get a copy of the *Guide to Recycled and EPPs on Massachusetts State Contracts*
- Check out our Fact Sheets: from paper and office products to water treatment technologies
- Request a model municipal procurement policy or technical specifications

### Check out our website!

- See up-to-date state contract information, product and service resources plus direct links to all EPP contract pages on Comm-PASS: [www.mass.gov/osd/enviro](http://www.mass.gov/osd/enviro)
- Subscribe to the email *EPP Buyer Updates*
- Download copies of our Guide and Fact Sheets

### Meet vendors! Ask questions! Get free samples!

- Mark your calendar for the **9<sup>th</sup> Annual Buy Recycled and EPPs Vendor Fair and Conference - October 29<sup>th</sup>, 2002 in Worcester, MA!** 100 EPP vendors, 700+ attendees, workshops, roundtable talks and all meals included

### Host a workshop!

- Ask OSD's EPP staff to come in and deliver a workshop or a short presentation at your meeting introducing your staff to green products, their benefits and ways to save

## Why Buy EPPs?

### Save Natural Resources and Prevent Pollution!

- Currently, all Commonwealth agencies are using 30% post-consumer recycled-content copy paper, envelopes and paper for all printing needs, as well as all lottery tickets are printed on recycled paper. Every year, this **saves over 20,000 trees**, over 5 million kWh of energy, over 9 million gallons of water, over 4 thousand cubic yards of landfill space.

### Reduce Health Risks!

- Environmentally preferable cleaners reduce exposure to toxic chemicals and their fumes for janitorial staff and building occupants.
- Integrated Pest Management (IPM) reduces the need for pesticides.

### Save Money!

- **Office:** Save 30-65% on each of your remanufactured your toner cartridge purchase, save up to \$80 dollars a year per each computer by using EnergyStar <sup>™</sup> features, save over 10% on your paper with double-sided copying!
- **Garage:** Save 30-50% on retread tires, save money and labor on recycled antifreeze.

## Talk to us!

Marcia Deegler  
Environmental Purchasing Program Manager  
(617) 720-3356, [marcia.deegler@osd.state.ma.us](mailto:marcia.deegler@osd.state.ma.us)

Dmitriy Nikolayev  
Environmental Purchasing Project Specialist  
(617) 720-3351, [dmitriy.nikolayev@osd.state.ma.us](mailto:dmitriy.nikolayev@osd.state.ma.us)

Website: [www.mass.gov/osd/enviro](http://www.mass.gov/osd/enviro)

---

# OSD Update

The Operational Services Division  
One Ashburton Place, Room 1017  
Boston, MA 02108

---

04-05

**To:** Departments Heads, Affirmative Market Coordinators, POS Contract Managers, PMT Members, Chief Financial Officers, and MMARS Liaisons  
**From:** Kristal Doherty, Procurement Team Leader, Facilities and Food and Groceries  
Marcia Deegler, Environmental Purchasing Program Manager  
**Date:** August 4, 2003  
**RE:** New Contract Award  
**Contract #:** GRO16, Cleaning Products, Environmentally Preferable  
(Reduced Health and Environmental Impacts)  
**MMARS #:** GRO16

**X EPP**

☐ SOMWBA PRIME

☐ SOMWBA Sub - Contractor

---

## 1. PURPOSE OF THE UPDATE

The purpose of this Update is to announce the award of a new Statewide Contract for environmentally preferable commercial cleaning products and related recycled content janitorial paper products.

## 2. ELIGIBLE ENTITIES

All departments of the Commonwealth, including all constitutional offices, the legislature, and the judiciary; Cities; towns, municipalities, counties and other political subdivisions of the Commonwealth, including schools and other service districts; Authorities, commissions, institutions of higher education and quasi-public agencies, and Not for Profit organizations currently contracting with the Commonwealth to provide human and social services; and other eligible entities designated in writing by the State Purchasing Agent may use this contract. In addition, those contractors providing cleaning services for an eligible entity may also purchase cleaning products from this state contract exclusive for use within such state buildings and/or facilities owned by eligible entities.

## 3. PURPOSE OF THE CONTRACT

The purpose of this contract is to offer Commonwealth buyers a broad range of cleaning products that have a reduced environmental and health impact as compared to traditional cleaning products, while still performing equally and cost-effectively. The need for less toxic cleaning products exists because certain ingredients in traditional cleaning products may pose threats to health and the environment. As most cleaning products are designed for down-the-drain disposal, their components, or degradation products, enter directly into the environment. Human exposure can also be a concern, because building maintenance workers, staff, and visitors may be exposed to these chemicals either during or following their application.

The categories of products to be provided under this contract include:

1. General Purpose Cleaners
2. Bathroom Cleaners
3. Glass Cleaners
4. Carpet Cleaners
5. Disinfectants / Sanitizers
6. Floor Care System (stripper, finish, cleaner)
7. Hand Soaps
8. Janitorial Paper Products (recycled content)

Products awarded under this contract underwent an extensive third-party review of their potential health and environmental impacts in order to document, among other things, that they do not contain carcinogens or other prohibited ingredients, are not corrosive to skin and eyes, and are not toxic to

humans or aquatic life. (See page 12 for more information on environmental and health specifications). Once the products passed the stringent environmental and health criteria, each of the general purpose, bathroom, glass and carpet cleaners were tested for cleaning performance on three types of surfaces by the independent laboratory at the Toxic Use Reduction Institute (TURI) at University of Massachusetts Lowell (UML). See Attachment A for the performance test scores and soil types.

**Multi-State Approach** - It is important to note that this procurement has been designed in consultation with various state and local governments across the country for the purpose of establishing a set of minimum criteria that can be used in developing other contract specifications. This effort was coordinated by the Center for a New American Dream and included the participation of Massachusetts; Minnesota; Missouri; Washington; King County, Washington; Phoenix, Arizona; Santa Monica, California; Seattle, Washington; and the Pacific Northwest National Laboratory. The consensus-based standard should also serve to make it easier and more cost effective for the industry to respond to various nationwide procurement requests for these products.

The minimum environmental and health standards established for this contract are based on the Green Seal Standard for Industrial and Institutional Cleaners (GS-37), <http://www.greenseal.org/standards/industrialcleaners.htm> wherever possible. Green Seal is an independent, non-profit organization that strives to achieve a healthier and cleaner environment by identifying and promoting products and services that cause less toxic pollution and waste, conserve resources and habitats, and minimize global warming and ozone depletion. Green Seal has no financial interest in the products that it certifies or recommends or in any manufacturer or company. Green Seal's evaluations are based on state-of-the-art science and information using internationally recognized methods and procedures. For more details, visit their website at (<http://www.greenseal.org/about.htm>).

#### **4. CONTRACT DURATION**

The initial term of this contract is three (3) years, beginning on April 1, 2003 and ending on March 31, 2006. The contract may be renewed at the option of the PMT for up to six (6) years (on an annual basis), for a total contract duration of up to nine (9) years. Any such extensions will be at the same terms and conditions as the initial contract with the Commonwealth unless mutually agreed upon by all parties. The PMT also reserves the right to add new product categories at a later date if it is deemed the best value for the Commonwealth.

#### **5. HOW TO USE THE CONTRACT**

Using the information presented throughout this Update, contract users may chose to get product and pricing information from more than one contractor before making a decision on which cleaning products/system to chose. All awarded contractors provide on-site staff training at no additional cost to customers. Such training includes informational materials and step-by-step instructions for the proper dilution and use of the products and use of any dispensing equipment.

When evaluating a contractor and their product line, buyers should pay attention to the cleaning performance test scores (Attachment A), available training, the ease and accuracy of dispensing equipment, clarity of product labeling, recycled content and/or reusability of packaging, whether or not the testing was done on animals, the presence of any asthma-causing agents and the overall environmental commitment of the company. See the section on *Pricing and Acquisition Information* for details on individual suppliers.

## 6. CONTRACTOR AND PRODUCT INFORMATION

Eleven contractors representing seven different manufacturer product lines were awarded contracts. All suppliers were required to offer a general purpose, a bathroom and a glass cleaner. Bidders could also offer carpet cleaners, disinfectant/sanitizers, a floor care system, hand soaps and recycled content janitorial paper products, but could not be awarded in these categories unless the required three products passed the minimum environmental and health criteria.

Contract users should keep in mind that only the general purpose, bathroom, glass, disinfectants and carpet cleaners were evaluated by a 3<sup>rd</sup> party organization to ensure compliance with the mandatory health and environmental criteria. All these products (except disinfectants) underwent performance testing conducted by the TURl at the University of Massachusetts Lowell. Compliance with all mandatory criteria for the remaining products was based on comprehensive data submitted by the manufacturers and the respective Material Data Safety Sheets for each product. Disinfectants were required to be registered as such by the U.S. Environmental Protection Agency.

Following is a summary list of awarded contractors, their contact personnel and the product applications they are authorized to sell under this contract. Detailed information on the exact items for sale can be seen in the upcoming section titled, *Pricing and Acquisition Information*.

### SUMMARY LIST OF GRO16 AWARDED CONTRACTORS

Product Manufacturer Name	State Contractor Name & Address	Contact Person For the Contract	Statewide or Regional Award and #	Product Applications Offered Under the Contract
<b>The Clean Environment Company, Inc.</b> <a href="http://www.safegreenclean.com/">www.safegreenclean.com/</a>	<b>Edison Chemical Co., Inc.</b> 215 Sydney Street Dorchester, MA 02125	Richard Weinfeld 1-800-266-2365 (ph) 617-265-5495 (ph) 617-265-5498 (fax) <a href="mailto:edisonchemical@aol.com">edisonchemical@aol.com</a>	Statewide  GRO160100	<ul style="list-style-type: none"> <li>General purpose Cleaner</li> <li>Bathroom Cleaner</li> <li>Glass Cleaner</li> <li>Carpet Cleaner</li> <li>Floor care system</li> <li>Hand soap</li> </ul>
<b>ECOgent Environmental Solutions, Ltd.</b> <a href="http://www.ecogent.ca/in dex1.htm">www.ecogent.ca/in dex1.htm</a>	<b>Chemspec</b> 901 North Newkirk Street Baltimore, MD 21205 <u>Local Rep:</u> PO Box 564 Southborough, MA 01772	Timothy Stephens 1-800-638-7370 (ph) 508-485-9747 (ph) 206-333-0440 (fax) <a href="mailto:tbst@netzero.com">tbst@netzero.com</a>	Statewide  GRO160200	<ul style="list-style-type: none"> <li>General Purpose</li> <li>Bathroom Cleaner</li> <li>Glass Cleaner</li> <li>Carpet Cleaner</li> </ul>
<b>EnvirOx, LLC</b> <a href="http://www.h2orange2.com">www.h2orange2.com</a>	<b>Atlantic Cleaning Products</b> 50 Finnell Drive Weymouth, MA 02188	Shaun Mahoney 1-800-423-1136 (ph) 781-331-2996 (fax) <a href="mailto:shaun@atlanticcleaning.com">shaun@atlanticcleaning.com</a>	Central and Eastern MA  GRO160300	<ul style="list-style-type: none"> <li>General Purpose Cleaner</li> <li>Bathroom Cleaner</li> <li>Glass Cleaner</li> <li>Carpet Cleaner</li> <li>Sanitizer / Virucide</li> <li>Recycled Janitorial Papers</li> </ul>
	<b>New England Maintenance Depot</b> 125 Frank B. Murray Street Springfield, MA 01103	Gary Pollard 1-800-942-2473 (ph) 413-739-3341 (ph) 413-737-5851 (fax) <a href="mailto:nemntdepot@aol.com">nemntdepot@aol.com</a>	Central and Western MA  GRO160400	
	<b>Simplex</b> 6 Commercial Street Sharon, MA 02067	Charles Rice 1-800-222-2621, 781-784-8484 (ph) 781-784-8100 (fax) <a href="mailto:crsimplex@aol.com">crsimplex@aol.com</a>	Central and Eastern MA  GRO160500	
<b>Boston Chemical / M.D. Stetson Company, Inc.</b> <a href="http://www.mdstetson.com">www.mdstetson.com</a>	<b>M.D. Stetson Company</b> 92 York Ave. Randolph, MA 02368	Andrea Glass 1-800-255-8651 (ph) 781-986-6161 (ph) 781-961-1764 (fax) <a href="mailto:andrea.glass@mdstetson.com">andrea.glass@mdstetson.com</a>	Statewide  GRO160600	<ul style="list-style-type: none"> <li>General Purpose Cleaner</li> <li>Bathroom Cleaner</li> <li>Glass Cleaner</li> <li>Carpet Cleaner</li> <li>Disinfectant</li> <li>Floor Care System</li> <li>Hand Soap</li> <li>Recycled Janitorial Papers</li> </ul>

## SUMMARY LIST OF GRO16 AWARDED CONTRACTORS (continued)

Product Manufacturer Name	State Contractor Name & Address	Contact Person For the Contract	Statewide or Regional Award	Product Applications Offered Under the Contract
<b>Rochester Midland EnviroCare</b> <a href="http://www.rochestermidland.com/">www.rochestermidland.com/</a>	<b>Casey Engineering Maintenance, Inc. (EMI)</b> 8 Panas Road Foxborough, MA 02035	Craig Smith 1-800-333-4385 (ph) 508-543-4379 (fax) <a href="mailto:craigs@caseyemi.com">craigs@caseyemi.com</a>	Central and Eastern MA GRO160700	<ul style="list-style-type: none"> <li>General Purpose Cleaner</li> <li>Bathroom Cleaner</li> <li>Glass Cleaner</li> <li>Floor Care System</li> <li>Hand Soap</li> <li>Recycled Janitorial Papers</li> <li>PENDING – carpet cleaner and disinfectant</li> </ul>
	<b>Richco Products</b> 237 Memorial Drive PO Box 1250 Springfield, MA 01101-1250	Bryan Hauschild 1-800-343-3221 (ph) 1-800-258-2480 (fax) 413-734-8241 (ph) 413-731-5511 (fax) <a href="mailto:info@richcoproducts.com">info@richcoproducts.com</a>	Central and Western MA GRO160800	
	<b>Rochester Midland Corp.</b> 333 Hollenbeck Street Rochester, NY 14621 <u>Local Rep:</u> 19 Pleasant St. Carver, MA 02330	Robert Proulx 1-800-388-4762 508-866-5141 (ph) 508-866-3506 (fax) <a href="mailto:bproulx@rochestermidland.com">bproulx@rochestermidland.com</a>	Statewide GRO160900	
<b>Cleanline Products, Inc.</b> <a href="http://www.cleanlineproducts.com">www.cleanlineproducts.com</a>	<b>Supreme Industrial Products, Inc.</b> PO Box 382 Randolph, MA 02368	Larry Stern 866-878-9100 (ph) 866-366-9537 (fax) <a href="mailto:larry@supremeindustrial.com">larry@supremeindustrial.com</a>	Statewide GRO161000	<ul style="list-style-type: none"> <li>General Purpose Cleaner</li> <li>Bathroom Cleaner</li> <li>Glass Cleaner</li> <li>Carpet Cleaner</li> <li>PENDING - Disinfectant</li> </ul>
<b>Ramsey Company</b> <a href="http://www.ramseycompany.com">www.ramseycompany.com</a>	<b>Grainger Industrial Supply</b> 209 Brooks Street Worcester, MA 01606	Kevin Fleury 1-888-994-4627 (ph) 508-853-6298 (fax) <a href="mailto:fleury.k@grainger.com">fleury.k@grainger.com</a>	Statewide GRO161100	<ul style="list-style-type: none"> <li>General Purpose Cleaner</li> <li>Bathroom Cleaner</li> <li>Glass Cleaner</li> </ul>

## 7. PRICING AND AQUISITON INFORMATION

The following pricing sheets identify the various products that have been approved for sale on this contract and the pricing for each item. Please note that some contractors may sell variations of the same product in different concentrations, while others may sell different products that perform the same function (e.g. two different general-purpose cleaners).

In addition, while the concentrate package size product cost should be used for actual purchases, price comparisons of those products offered by different contractors may be made using the cost per quart of ready-to-use (RTU) product. To compare the performance and cleaning effectiveness of each product, buyers should consult the test result scoring provided by TURI in Attachment A of this Update.

Following each pricing table is a summary of other criteria unique to each individual contractor. This includes information on dispensing equipment, training programs, the environmental characteristics of the packaging used, general labeling information, whether or not the products have been tested on animals and a comment on their overall corporate environmental commitment. This data should be considered as part of "best value" when choosing a contractor.

**Pricing on Janitorial Paper Products:** This information was not included in the Update since it can be anticipated that paper prices will fluctuate during the initial three year term of the contract. Customers should consult with the contractors concerning the cost of the various products they offer.

<b>CONTRACTOR / REGION:</b> Edison Chemical Company	<b>Statewide</b>
<b>MANUFACTURER NAME:</b> THE CLEAN ENVIRONMENT COMPANY	

APPLICATION	PRODUCT NAME	PACKAGE / UNIT SIZE (concentrate)	COST Per UNIT	DILUTION LEVEL	RTU COST/ QUART	OTHER
General Purpose Cleaner	Super Orange	4 gal. Container	\$53.97	64:1	\$ 0.05	Prompt Pay Discount 1% when payment received within 10 days from date of the invoice
General Purpose Cleaner	Super Orange	5 gal. Pail	\$59.98	64:1	\$ 0.05	
General Purpose Cleaner	Super Orange	15 gal. Drum	\$157.44	64:1	\$ 0.04	
General Purpose Cleaner	Super Orange	55 gal. Drum	\$494.80	64:1	\$ 0.03	
Bathroom Cleaner	Basin/Tub & Tile	4 gal. Container	\$90.95	8:1	\$ 0.63	
Bathroom Cleaner	Basin/Tub & Tile	5 gal. Pail	\$90.95	8:1	\$ 0.51	
Bathroom Cleaner	Basin/Tub & Tile	15 gal. Drum	\$215.05	8:1	\$ 0.40	
Bathroom Cleaner	Basin/Tub & Tile	55 gal. Drum	\$609.45	8:1	\$ 0.31	
Glass Cleaner	Glass Cleaner	4 gal. Container	\$201.45	25:1	\$ 0.48	
Glass Cleaner	Glass Cleaner	5 gal. Pail	\$200.60	25:1	\$ 0.39	
Glass Cleaner	Glass Cleaner	15 gal. Drum	\$470.00	25:1	\$ 0.30	
Glass Cleaner	Glass Cleaner	55 gal. Drum	\$1,236.75	25:1	\$ 0.22	
Carpet Cleaner	Cycle Emulsifier	4 gal. Container	\$42.17	128:1	\$ 0.02	Authorized Payments by Electronic Funds Transfer (EFT)
Carpet Cleaner	Cycle Emulsifier	5 gal. Pail	\$47.61	128:1	\$ 0.02	
Carpet Cleaner	Cycle Emulsifier	15 gal. Drum	\$127.63	128:1	\$ 0.02	
Carpet Cleaner	Cycle Emulsifier	55 gal. Drum	\$412.51	128:1	\$ 0.01	
Carpet Cleaner	Traffic Lane Cleaner	4 gal. Container	\$27.76	0	\$ 1.74	
Carpet Cleaner	Traffic Lane Cleaner	5 gal. Pail	\$29.05	0	\$ 1.45	
Carpet Cleaner	Traffic Lane Cleaner	15 gal. Drum	\$70.28	0	\$ 1.17	
Carpet Cleaner	Traffic Lane Cleaner	55 gal. Drum	\$206.17	0	\$ 0.94	
Floor Stripper	Cycle Strip	4 gal. Container	\$52.48	6:1	\$ 0.47	
Floor Stripper	Cycle Strip	5 gal. Pail	\$58.10	6:1	\$ 0.42	
Floor Stripper	Cycle Strip	15 gal. Drum	\$151.81	6:1	\$ 0.36	
Floor Stripper	Cycle Strip	55 gal. Drum	\$474.19	6:1	\$ 0.31	
Floor Finish	Cycle Finish	4 gal. Container	\$82.65	0	\$ 5.17	
Floor Finish	Cycle Finish	5 gal. Pail	\$98.40	0	\$ 4.92	
Floor Finish	Cycle Finish	15 gal. Drum	\$279.84	0	\$ 4.66	
Floor Finish	Cycle Finish	55 gal. Drum	\$969.92	0	\$ 4.41	
Floor Maintenance	Cycle Spray Buff	12 Quart Case	\$45.56	0	\$ 3.80	
Floor Maintenance	Cycle Spray Buff	4 gal. Case	\$41.99	0	\$ 2.62	
Floor Maintenance	Cycle Spray Buff	5 gal. Pail	\$46.86	0	\$ 2.34	
Floor Maintenance	Cycle Spray Buff	15 gal. Drum	\$123.70	0	\$ 2.06	
Hand Soap	Hand Soap	4 gal. Container	\$67.47	0	\$ 4.22	
Hand Soap	Hand Soap	5 gal. Pail	\$75.90	0	\$ 3.80	
Hand Soap	Hand Soap	15 gal. Drum	\$213.66	0	\$ 3.56	
Hand Soap	Hand Soap	55 gal. Drum	\$690.65	0	\$ 3.14	

**Dispensing Equipment:** Dispensing systems are available that prevent the worker filling the bottle from coming in contact with the concentrate. Contact the contractor for details and instructions.

**Training:** No charge for initial set-up and hands-on training.

**TOLL-FREE # for Questions – 800-266-2365 during the hours of 7:30a.m.–7:00p.m. (M-F)**

**Packaging:** Edison Chemical uses cardboard shipping boxes containing 62% post-consumer recycled content and recyclable HDPE bottles. The contractor (through the Clean Environment Company) also offers a program to return 15-gallon drums for reuse.

**Labeling:** Labels are color coded by product. A description of the product also appears in Spanish – other instructions can also be added in Spanish. The label instructs the user to dilute with cold water.

**Animal Testing:** There is no animal testing on any of the Edison products offered on this contract.

**Asthmagens:** There are no asthma causing agents in the Edison products offered on contract.

**Corporate Environmental Commitment:** The manufacturer uses only recycled paper for all correspondence and literature. They recycle all cardboard and plastic. They are committed to giving 5% of their profits to environmental organizations.

**CONTRACTOR / REGION:** Chemspec      **Statewide**  
**MANUFACTURER NAME:** ECOGENT ENVIRONMENTAL SOLUTIONS

APPLICATION	PRODUCT NAME	PACKAGE / UNIT SIZE (concentrate)	COST / UNIT	DILUTION LEVEL	RTU COST/ QUART	OTHER
General Purpose Cleaner	ECOgent Light Duty	4 gal. case	\$64.00	64:1	\$ 0.06	Prompt Pay Discounts as follows: 5% = 10 days 3% = 20 days 1% = 30 days
General Purpose Cleaner	ECOgent Heavy Duty	4 gal. case	\$64.00	32:1	\$ 0.12	
Bathroom Cleaner	ECOgent Bathroom	4 gal. case	\$64.00	8:1	\$ 0.44	
Glass Cleaner	ECOgent Glass	4 gal. case	\$64.00	64:1	\$ 0.06	
Carpet Cleaner	ECOgent Carpet Pre-spray	4 gal. case	\$64.00	20:1	\$ 0.19	
Carpet Cleaner	Carpet Extractor	4 gal. case	\$64.00	384:1	\$ 0.01	Authorized EFT Payments

**Dispensing Equipment:** Chemspec offers standard workplace bottles that simplify the product use and provide instructions for the various dilutions of ECOgent cleaning products. The bottles are refillable and reusable. Product specific labels are provided at no charge for existing bottles or they may purchase bottles pre-labeled. Contact the contractor for details.

**Training:** On-site training will consist of a review of product applications, health and safety issues, discussions on chemical content and environmental benefits. All attending employees will be given small information packages and a toll-free number for questions and support. This type of on-site training is for buildings with multiple staff. There will also be regional training sessions held every few months where facilities can have staff attend. This staff education and training is provided at no cost.

**TOLL-FREE # for Questions – 800-638-7370 during the hours of 8:00a.m.–5:00p.m. (M-F)**

**Packaging:** Their HDPE bottles are easily recycled in most programs. Chemspec also offers a program to return and refill the workplace bottles.

**Labeling:** Labels are color coded by product. A description of the product appears in both English and Spanish. The label instructs the user to dilute with cold water.

**Animal Testing:** There is no animal testing on any of the ECOgent products offered on this contract.

**Asthmagens:** There are no asthma causing agents in the ECOgent products offered on contract.

**Corporate Environmental Commitment:** Chemspec has implemented and is maintaining an Environmental Management System (EMS) based on ISO14001, the International and American EMS Specification, that includes commitments by top management to comply with all applicable environmental laws, regulations and other requirements. It also establishes as a standard the use of pollution prevention as the preferred method of correcting and preventing environmental impacts.

**CONTRACTORS/ 1) Atlantic Cleaning Products** **Central & Eastern Region**  
**REGION: 2) New England Maintenance Depot** **Central & Western Region**  
**3) Simplex Products** **Central & Eastern Region**  
**MANUFACTURER NAME: ENVIROX, LLC**

APPLICATION	PRODUCT NAME	PACK AGE / UNIT SIZE (concentrate)	COST	DILUTION LEVEL	RTU COST/QRT	OTHER
General Purpose Cleaner	H2Orange2 #117	4 gal. case	\$ 130.12	128:1	\$ 0.06	See next page for the Prompt Pay Discounts available from each contractor
General Purpose Cleaner	H2Orange2 #117-05	5 gal. cubitainer	\$ 152.04	128:1	\$ 0.06	
General Purpose Cleaner	H2Orange2 #117-55	55 gal. drum	\$ 1564.87	128:1	\$ 0.06	
General Purpose Cleaner	H2Orange2 #112 (blue)	4 gal. case	\$ 251.10	256:1	\$ 0.06	
General Purpose Cleaner	H2Orange2 #112-05 (blue)	5 gal. cubitainer	\$ 244.39	256:1	\$ 0.05	
General Purpose Cleaner	Grout Safe 130 (blue)	4 gal. case	\$ 74.59	128:1	\$ 0.04	
General Purpose Cleaner	Grout Safe 130-55 (blue)	55 gal. drum	\$ 975.04	128:1	\$ 0.03	
Heavy Duty Cleaner	H2Orange2 #117	4 gal. case	\$ 130.12	13:1	\$ 0.58	
Bathroom Cleaner	H2Orange2 #117	4 gal. case	\$ 130.12	13:1	\$ 0.58	
Bathroom Cleaner	H2Orange2 #117-05	5 gal. cubitainer	\$ 152.04	13:1	\$ 0.54	
Bathroom Cleaner	H2Orange2 #117-55	55 gal. drum	\$ 1564.87	13:1	\$ 0.51	
Bathroom Cleaner	H2Orange2 #112 (red)	4 gal. case	\$ 251.10	26:1	\$ 0.58	
Bathroom Cleaner	H2Orange2 #112-05 (red)	5 gal. cubitainer	\$ 244.39	26:1	\$ 0.45	
Bathroom Cleaner	Grout Safe 130 (red)	4 gal. case	\$ 74.59	13:1	\$ 0.33	See next page for EFT data on each contractor
Bathroom Cleaner	Grout Safe 130-55 (red)	55 gal. drum	\$ 975.04	13:1	\$ 0.32	
Glass Cleaner	H2Orange2 #117	4 gal. case	\$ 130.12	128:1	\$ 0.06	
Glass Cleaner	H2Orange2 #117-05	5 gal. cubitainer	\$ 152.04	128:1	\$ 0.06	
Glass Cleaner	H2Orange2 #117-55	55 gal. drum	\$ 1564.87	128:1	\$ 0.06	
Glass Cleaner	H2Orange2 #112 (green)	4 gal. case	\$ 251.10	256:1	\$ 0.06	
Glass Cleaner	H2Orange2 #112-05(green)	5 gal. cubitainer	\$ 244.39	256:1	\$ 0.05	
Glass Cleaner	Grout Safe 130 (green)	4 gal. case	\$ 74.59	128:1	\$ 0.04	
Glass Cleaner	Grout safe 130-55 (green)	55 gal. drum	\$ 975.04	128:1	\$ 0.03	
Carpet Cleaner	H2Orange2 #117	4 gal. case	\$ 130.12	128:1	\$ 0.06	
Carpet Cleaner	Grout Safe	4 gal. case	\$ 74.59	128:1	\$ 0.04	
Sanitizer / Virucide	H2Orange2 #117	4 gal. case	\$ 130.12	13:1	\$ 0.58	
Dispenser	#112 Dispenser		N/C w/ 3 cases			
Dispenser	Blend Buddy I		N/C w/ 3 Cases			
Dispenser	Blend Buddy II		N/C w/ 3 cases			
Dispenser	Spray Buddy PDS		\$35.00			
Dispenser	Spray Bottle and Nozzle		\$1.69			

#### Janitorial Paper Products

Paper Manufacturer	Contractor Name	Product	Brand	%PCC / TRC	Chlorine-Free?
Atlas Paper	Atlantic Cleaning Products	500 2 ply toilet tissue	Harmony	30/100%	Yes All products are Process Chlorine Free (PCF)
		500 2 ply toilet tissue	Eversoft	30/100%	
		1000 1 ply toilet tissue	Distinction	30/100%	
		1000 2 ply toilet tissue	Jumbo Roll	30/100%	
		Facial Tissue	Windsor Place	10/100%	
		Roll towel, 8"/435', brown	#820 roll towel	40/100%	
		Roll towel, 8"/435', white	#825 roll towel	40/100%	
		Brown Multi-fold, 4000/case	#100 multi-fold	40/100%	
		White Multi-fold, 4000/case	#200 multi-fold	40/100%	
		C-Fold, White	C-Fold 2400	40/100%	
Atlas Paper	New England Maintenance Depot	500 2 ply 96 roll Toilet Tissue	Concord	30/100%	Yes All products are Process Chlorine Free (PCF)
		1000 2 ply 12/case	GRT 1000	30/100%	
		Roll towel, 8"/435', brown	#820 roll towel	40/100%	
		Roll towel, 8"/435', white	#825 roll towel	40/100%	
		Roll Towel, 8"/600, brown	#830 roll towel	40/100%	
		Brown Multi-fold, 4000/case	#100 multi-fold	40/100%	
		White Multi-fold, 4000/case	#200 multi-fold	40/100%	
		C-Fold, White	C-Fold 2400	40/100%	

*(ENVIROX Contractors continued from previous page)*

Paper Manufacturer	Contractor Name	Product	Brand	%PCC / TRC	Chlorine-Free?
Atlas Paper	Simplex Products	500 2 ply toilet tissue	Eversoft	30/100%	Yes All products are Process Chlorine Free (PCF)
		1000 1 ply toilet tissue	Distinction	30/100%	
		500 2 ply toilet tissue	Eversoft	30/100%	
		Jumbo Roll tissue	JRT	30/100%	
		Brown Hardwood Towel	JRT	40/100%	
		White Hardwood Towel	JRT	40/100%	
		Center Roll Towel	JRT	40/100%	
		Brown Multi-fold	JRT	40/100%	
		White Multi-fold	JRT	40/100%	
		C-fold Towel	JRT	40/100%	
		Facial Tissue	Windsor Place	10/100%	
		500 2 ply	Grand	10/100%	

**Prompt Pay Discounts:**

Atlantic Cleaning Products – **2% discount** for payments within 15 days of invoice date

New England Maintenance Depot – **2% discount** for payments within 10 days of invoice date

Simplex Products – No prompt pay discount available.

**Electronic Funds Transfer (EFT):**

Atlantic Cleaning Products – Authorized EFT payments

New England Maintenance Depot – No EFT available

Simplex Products - Authorized EFT payments

**Dispensing Equipment:** Several dispensing systems are available, some at no charge. Contact the contractors for details.

**Training:** No charge for initial training and on-site evaluations. Multiple trainers are on staff with 5-27 years of experience. Customized programs for general cleaning, restroom cleaning, and carpet and floor care cleaning available in English and Spanish and on CD-ROM. Some trainers are also available nights and weekends to provide assistance with chemicals and equipment. Ask the individual contractors for details.

**Atlantic - TOLL-FREE # for Questions - 800-423-1136, from 8:30am–5:00pm (M-F)**

**NEMD - TOLL-FREE # for Questions – 800-942-2473, from 8:30am–5:00pm (M-F)**

**Simplex - TOLL-FREE # for Questions – 800-222-2621, from 8:00am–5:00pm (M-F)**

**Packaging:** Their HDPE bottles are easily recycled in most programs and they are reusable/refillable. Packaging also contains recycled content.

**Labeling:** Specific labels are available for each product and a description of the product appears in both English and Spanish. The label instructs the user to dilute with cold water.

**Animal Testing:** EnvirOx avoids the use of animal testing unless required to do so by FIFRA requirements. Even when dealing with FIFRA requirements they use alternative tests whenever possible.

**Asthmagens:** The EnvirOx products do not contain any asthma-causing agents.

**Corporate Environmental Commitment:** EnvirOx has a corporate commitment to reduce waste and toxicity throughout their operations to the maximum extent possible. In recent years, they have reduced their packaging by 50% and are now using 25% post-consumer recycled polyethylene containers that are also recyclable and/ or refillable for over 60% of their product line. In addition, they recycle all waste chemical, cardboard, and plastic bottles used in manufacturing and packaging of their products.

**CONTRACTORS / REGION:**

1) Casey EMI	Eastern and Central Regions
2) Richco Products	Western and Central Regions
3) Rochester Midland Corp. (RMC)	Statewide

**MANUFACTURER: RMC- ENVIRO CARE PRODUCT LINE**

APPLICATION	PRODUCT NAME	PACKAGE / UNIT SIZE	UNIT COST	DILUTION LEVEL	RTU COST/ QUART	OTHER
General Purpose Cleaner	Low Foam	55 gal. Drum	\$398.20	128:1	\$ 0.01	See next page for Prompt Pay Discounts available from each contractor
General Purpose Cleaner	Low Foam	2.5 gal.(2/case)	\$45.24	128:1	\$ 0.02	
General Purpose Cleaner	Low Foam/ chemizer	1 gal.(4/case)	\$62.70	128:1	\$ 0.03	
General Purpose Cleaner	Low Foam/ snap	1/2 gal.(4/case)	\$150.38	256:1	\$ 0.07	
General Purpose Cleaner	Tough Job	2.5 gal.(2/case)	\$80.10	32:1	\$ 0.12	
General Purpose Cleaner	Tough Job/chemizer	1 gal.(4/case)	\$87.63	16:1	\$ 0.32	
General Purpose Cleaner	Tough Job/snap	1/2 gal.(4/case)	\$256.10	80:1	\$ 0.40	
General Purpose Cleaner	Tough Job	12 qrt./ case	\$53.74	0	\$ 4.48	
Bathroom Cleaner	Washroom	2.5 gal.(2/case)	\$81.40	8:1	\$ 0.45	All suppliers have Authorized Payments by Electronic Funds Transfer (EFT)
Bathroom Cleaner	Washroom/chemizer	1 gal.(4/case)	\$108.12	8:1	\$ 0.75	
Bathroom Cleaner	Washroom/snap	1/2 gal.(4/case)	\$197.30	80:1	\$ 0.30	
Bathroom Cleaner	Washroom	12 qrt./ case	\$61.60	0	\$ 5.13	
Glass Cleaner	Glass Cleaner	2.5 gal.(2/case)	\$29.40	32:1	\$ 0.04	
Glass Cleaner	Glass Cleaner	1 gal.(4/case)	\$51.00	32:1	\$ 0.10	
Glass Cleaner	Glass Cleaner	1/2 gal.(4/case)	\$158.16	32:1	\$ 0.60	
Glass Cleaner	Glass Cleaner	1 oz.pkt(144/cs)	\$99.62	32:1	\$ 0.67	
Carpet Cleaner PENDING	Carpet/Upholstery	1 gal. (4/case)	\$103.80	32:1	\$ 0.20	
PENDING	Carpet/Upholstery	2.5 gal.(2/case)	\$84.78	32:1	\$ 0.13	
Disinfectant/Sanitizer - P	Neutral Disinfectant	55 gal. Drum	\$509.30	128:1	\$ 0.02	
PENDING	Neutral Disinfectant	2.5 gal.(2/case)	\$56.54	128:1	\$ 0.02	
PENDING	Neutral Disinfectant	1 gal.(4/case)	\$71.64	128:1	\$ 0.03	
PENDING	Neutral Disinfectant	1/2 gal.(4/case)	\$197.30	256:1	\$ 0.10	
Floor Stripper	Floor Finish Remover	2.5 gal.(2/case)	\$44.62	8:1	\$ 0.25	
Floor Stripper	Floor Finish Remover	1 gal. (4/case)	\$35.20	8:1	\$ 0.06	
Floor Finish	Resilient Tile Coating	55 gal. drum	\$875.60	0	\$ 3.98	
Floor Finish	Resilient Tile Coating	2.5 gal.(2/case)	\$94.08	0	\$ 4.70	
Floor Finish	Resilient Tile Coating	1 gal. (4/case)	\$74.96	0	\$ 4.69	
Floor Maintenance	Tough Job-allpurpose	(see above)				
Hand Soap	Hand Soap	55 gal. drum	\$429.00	0	\$ 0.04	
Hand Soap	Hand Soap	1 gal. (4/case)	\$8.70	0	\$ 0.54	

\* Several products may also be available in small (ounce weight) packets. Consult the contractors for pricing.

#### Janitorial Paper Products

Paper Manufacturer	Contractor Name	Product	Brand	% PCC / TRC	Chlorine-Free	Unit Size
Bay West Eco Soft Line	Casey EMI	Roll towel, 713 - 6/800', natural	Pro-Link	50%	All products are Process Chlorine-Free	CS/6
		Roll towel, 714 - 6/800', white	Pro-Link	50%		CS/6
		Roll towel, 808 - 8"/425', white	Pro-Link	50%		CS/12
		Roll towel, 909 - 8"/425', natural	Pro-Link	50%		CS/12
		Folded towel, 404 C-fold, white	Pro-Link	50%		CS/2400
		Folded towel, 505 M-fold, white	Pro-Link	50%		CS/4000
		Folded towel, 707 M-fold, natural	Pro-Link	50%		CS/4000
		Toilet Tissue, 216 48/616' sheet	Pro-Link	30%		CS/48
Merfin Paper	Richco Products	1 ply Toilet Tissue	Merfin 107	70/ 100%	All products are PCF	8-1500' rolls/cs
		2 ply Toilet Tissue	Merfin 207	70/ 100%		8-750" rolls/cs
		Roll, Unbleached Hand Towel	Merfin 7800N	70/ 100%		6-7.5"x800 rolls/cs

*(ROCHESTER MIDLAND Contractors continued from previous page)*

**Prompt Pay Discounts:**

Casey EMI – **1% discount** for payments within 15 days of invoice date

Richco Products – **5% discount** for payments within 10 days of invoice date

Rochester Midland - **1% discount** for payments within 10 days of invoice date

**Electronic Funds Transfer (EFT):**

All contractors have authorized EFT payments.

**Dispensing Equipment:** The manufacturer offers two primary dispensing systems– SNAP and Chemizer. Contact the contractors for details.

**Training:** All contractors provide hands-on application training and seminars at no additional charge once the order is in place. Charts, literature and a video allow for efficient instruction. Most trainers have over 20 years in the industry. Ask the individual contractors for details.

**Casey - TOLL-FREE # for Questions - 800-333-4385, from 7:30am–5:00pm (M-F)**

**Richco - TOLL-FREE # for Questions –800-343-3221, from 7:30am–4:30pm (M-F)**

**Rochester Midland-TOLL-FREE # for Questions–800-388-4762, from 8:00am–5:00pm (M-F)**

Customers may also call - 585-336-2794 during the same hours.

**Packaging:** The HDPE plastic bottles are easily recyclable and recently a 10% source reduction in plastic resin has been implemented.

**Labeling:** Labels are color coded by product. A description of the product also appears in bilingual English / Spanish. The label instructs the user to dilute with cold water.

**Animal Testing:** No products in the Enviro Care line are tested on animals.

**Asthmagens:** Rochester Midland reports that there are no asthma-causing agents in the Enviro Care line, with the exception of ammonium quaternary disinfectants and possible respiratory irritants in their Neutral Disinfectant product only.

**Corporate Environmental Commitment:** RMC state's that the company prevents pollution through a regular review of their processes, assessing new technology and product design for the environment. They ensure that their employees have knowledge of pollution prevention requirements and make a practice of implementing appropriate internal programs to address these issues.

**CONTRACTOR / REGION:** Boston Chemical - M.D. Stetson Company      **Statewide**  
**MANUFACTURER:** M.D. STETSON - PRODUCT CENTRAL (PC) Product Line

APPLICATION	PRODUCT NAME	PACK SIZE	COST	DILUTION LEVEL	RTU COST/ QUART	OTHER
General Purpose	PC101 Neutral	4.5 gal. /case	\$ 160.00	512:1	\$ 0.02	Prompt Pay Discount not offered
General Purpose	PC108 General	4.5 gal. /case	\$ 192.00	32:1	\$ 0.32	
Bathroom Cleaner	Lav Safe	12 qrt./case	\$ 35.38	64:1	\$ 0.05	
Glass Cleaner	PC101 Glass	4.5 gal. /case	\$ 160.00	512:1	\$ 0.02	
Carpet	PC112 Carpet	4.5 gal./case	\$ 160.00	512:1	\$ 0.02	Authorized Electronic Funds Transfer payments (EFT)
Disinfectant	PC103/ 256 HBV	4.5 gal. case	\$ 80.00	256:1	\$ 0.02	
Floor Stripper	Blue Power Stripper	4 gal./case	\$ 44.68	32:1	\$ 0.08	
Floor Stripper	EPS Stripper	12 qrt./case	\$ 168.00	20:1	\$ .67	
Floor Finish	Transend Floor Finish	4 gal./case	\$ 69.89	0	\$ 4.37	
Floor Maintenance	PC 110 Floor Mainten.	4.5 gal. case	\$ 152.00	256:1	\$ 0.03	
Floor Cleaner	PC 117 Floor Cleaner	4.5 gal. case	\$ 128.00	256:1	\$ 0.03	
Hand Soap	Softy hand Cleaner	4 gal. case	\$ 35.16	0	\$ 2.20	
Product Central Dispenser	Dispenser	N/C with 4 cases of product				

#### Janitorial Paper Products – Boston Chemical / M.D. Stetson

Paper Manufacturer	Product Description	Brand Name	%PCC / TRC	Chlorine-Free Yes / No
Second Nature	Napkin 1 ply Kraft 9x12 (24/334/8016)	SCAD3066E	40%	All these products are Processed Chlorine Free (PCF)
Second Nature	Napkin 1 ply Kraft 13x17 (12/418/501)	SCAD796E	40%	
Second Nature	Household Roll Towel 2 ply kraft 11x9 (30/84)	SCAHK1970E	40%	
Second Nature	Household Roll Towel 2 ply kraft 11x9 (15/168)	SCAHK1975E	40%	
Second Nature	Multi-fold kraft 8.2x9.5 (16/250)	SCAMK1838E	40%	
Second Nature	Multi-fold kraft 9.125x9.5 (16/250)	SCAMK530E	40%	
Second Nature	Roll Towel kraft 7.75x350 (12)	SCARK350E	40%	
Second Nature	Roll Towel kraft 7.75x600 (12)	SCARK600E	40%	
Second Nature	Roll Towel kraft 7.75x800 (12)	SCARK800E	40%	
Second Nature	Singlefold kraft 10.25x9.25 (16/250)	SCASK1850E	40%	
Second Nature	Singlefold kraft 8.2x10.25 (16/250)	SCASK1854E	40%	
Second Nature	Jumbo Tissue Jr. 1ply 9" 3.7x2000	SCATJ0911	20%	
Second Nature	1 Ply tissue 4.5x4.5 (96/1000)	SCATS1630	20%	

**Dispensing Equipment:** The Product Central Express dispensing system is available in both wall and portable units. Contact the contractor for details.

**Training:** Training is provided at no charge after M.D. Stetson staff installs the dispensers. Other OSHA training is available for a fee. Several trainers are on staff with as much as 20-30 years experience in the industry. Illustrated instructional materials and guides are also available.

**TOLL-FREE # for Questions – 800-255-8651 during the hours of 7:30am – 5:00pm (M-F)**

**Packaging:** Containers are made of HDPE recyclable plastic and shipped in recycled content corrugated boxes. Customers are also encouraged to participate in Stetson's packaging return/reuse program.

**Labeling:** Labels are color coded by product. A description of the product also appears in bilingual English / Spanish. The label instructs the user to dilute with cold water.

**Animal Testing:** No animal testing was performed on the Stetson products.

**Asthmagens:** M.D. Stetson states that there are no other asthma-causing agents in their Product Central line, with the exception of ammonium quaternary disinfectants in the PC103 product only.

**Corporate Environmental Commitment:** M.D. Stetson has had a comprehensive recycling process in place for twenty years which includes corrugated, white papers and more.

**CONTRACTOR / REGION: Supreme Industrial Products****Statewide****MANUFACTURER NAME: CLEANLINE PRODUCTS**

APPLICATION	PRODUCT NAME	PACKAGE / UNIT SIZE (concentrate)	COST	DILUTION LEVEL	RTU COST/QRT	OTHER
General Purpose Cleaner	H2O2 Concentrate	4 – 1 gal /case	\$96.00/case	128:1	\$ 0.05	Prompt Pay Discount: 2% for payments within 10 days of Invoice date
General Purpose Cleaner	H2O2 Super Concentrate	4 – 1 gal /case	\$82.00/case	64:1	\$ 0.08	
Bathroom Cleaner	H2O2 Concentrate	4 – 1 gal /case	\$96.00/case	25:1	\$ 0.23	
Bathroom Cleaner	H2O2 Super Concentrate	4 – 1 gal /case	\$82.00/case	12.5:1	\$ 0.38	
Glass Cleaner	H2O2 Concentrate	4 – 1 gal /case	\$96.00/case	256:1	\$ 0.02	
Glass Cleaner	H2O2 Super Concentrate	4 – 1 gal /case	\$82.00/case	128:1	\$ 0.04	
Carpet Cleaner	H2O2 Concentrate	4 – 1 gal /case	\$96.00/case	25:1	\$ 0.23	
Carpet Cleaner	H2O2 Super Concentrate	4 – 1 gal /case	\$82.00/case	12.5:1	\$ 0.38	
Disinfectant	Pending EPA #	4 gal. case	\$96.00	25:1	\$ 0.23	Authorized EFT Payments
Disinfectant	Pending EPA #	4 gal. case	\$82.00	12.5:1	\$ 0.38	

**Dispensing Equipment:** The Streamline Series and HydroCap Series dispensing systems are available for all products. Contact the contractor for full details on both.

**Training:** Training is provided at no charge to customers involving both classroom and on-site sessions with written documentation. Three trainers are on staff with 15-25 years experience. There is a toll-free number to call for questions, or customers may call 508-962-0369 24 hours/day, seven days/week.

**TOLL-FREE # for Questions – 866-878-9100 during the hours of 8:00am – 5:00pm (M-F)**

**Packaging:** Most containers are made of recyclable plastic and may be refilled.

**Labeling:** The label will use a sticker to instruct the user to dilute with cold water until a new label is issued.

**Animal Testing:** Some animal testing was involved in the testing of these products.

**Asthmagens:** Cleanline states that none of the H2O2 products contain any asthma-causing agents.

**Corporate Environmental Commitment:** Nothing currently on record.

**CONTRACTOR / REGION:** Grainger Industrial Supply      **Statewide**  
**MANUFACTURER NAME:** RAMSEY COMPANY

APPLICATION	PRODUCT NAME	PACK SIZE	COST	DILUTION LEVEL	RTU COST/ QUART	OTHER
General Purpose	Reflecta	1 gal. container	\$8.18	43	\$ 0.05	NO Prompt Pay Discount Offered
General Purpose	Reflecta	5 gal. container	\$36.45	43	\$ 0.04	
General Purpose	Freefall	1 gal. container	\$8.29	64	\$ 0.03	
General Purpose	Freefall	5 gal. container	\$35.55	64	\$ 0.03	
Bathroom Cleaner	Reflecta	1 gal. container	\$8.18	43	\$ 0.05	
Bathroom Cleaner	Reflecta	5 gal. container	\$36.45	43	\$ 0.04	
Bathroom Cleaner	Freefall	1 gal. container	\$8.29	64	\$ 0.03	
Bathroom Cleaner	Freefall	5 gal. container	\$35.55	64	\$ 0.03	
Glass Cleaner	Reflecta	1 gal. container	\$8.18	128	\$ 0.02	Authorized Electronic Funds Transfer (EFT) Payments
Glass Cleaner	Reflecta	5 gal. container	\$36.45	128	\$ 0.01	
Glass Cleaner	Freefall	1 gal. container	\$8.29	256	\$ 0.01	
Glass Cleaner	Freefall	5 gal. container	\$35.55	256	\$ 0.01	

**Dispensing Equipment:** Contact the contractor for full details on the dilution control products available for these products.

**Training:** Both Ramsey Company and Grainger Industrial representatives provide initial and on-going training at no charge to customers. Ramsey also publishes in-depth product specification sheets and training guides in both English and Spanish to reinforce the hands-on training.

**TOLL-FREE # for Questions –800-421-2768 during the hours of 8:00am – 5:15pm (M-F)**

**Packaging:** The corrugated materials used in the packaging all contain at least 25% post-consumer recycled content and the bottles are made of high density polyethylene (HDPE) plastic which are recyclable.

**Labeling:** The label will use a sticker to instruct the user to dilute with cold water until a new label is issued.

**Animal Testing:** Some animal testing was involved in the testing of these products.

**Asthmagens:** Ramsey Company states that the Reflecta Products may contain a respiratory irritant and the Freefall Products contain monoethanolamine. Otherwise, no other asthma-causing agents are contained in these products.

**Corporate Environmental Commitment:** The Ramsey Company states that environmental responsibility is an integral part of their commitment to both customers and the community. For years they have implemented a formal chemical review process in order to regularly re-evaluate their chemical usage. Their manufacturing process utilizes recycling and reuse of process rinse water in many situations and they conduct a waste minimization program on a regular basis. Even the shipping of their product is consolidated to utilize fewer resources.

## **8. OTHER CONTRACT PROVISIONS**

### **Health and Environmental Criteria**

The information below is a summary of the various criteria used by the team to approve the cleaning products. For more details on the solicitation specifications and evaluation criteria, access the Request for Response at <ftp://ftp.comm-pass.com/Data/0136940003.pdf>.

### **A. Product Formulation / Health and Environmental Specifications**

#### **General Purpose, Bathroom, Glass and Carpet Cleaners**

All of the products listed under this heading were required to meet the twelve (12) mandatory criteria established in the Green Seal Standard for Institutional and Industrial Cleaners, GS-37. The criteria required that the products must:

1. Not be toxic to humans
2. Not contain any ingredients that are carcinogens or that are known to cause reproductive toxicity
3. Not be corrosive to the skin or eyes
4. Not be a skin sensitizer as tested by OECD guidelines
5. Not be combustible (must have a flashpoint above 150)
6. Not contain substances that contribute significantly to the production of photochemical smog, tropospheric ozone and poor indoor air quality
7. Not be toxic to aquatic life
8. Not contain more than .5% by weight of total phosphorus
9. Exhibit ready biodegradability in accordance with the OECD definition except for a FIFRA-registered ingredient in bathroom cleaner.
10. Be a concentrate except for a FIFRA-registered bathroom cleaner.
11. Identify any fragrances on their MSDS and follow the Code of Practice of the International Fragrance Association
12. Not contain any of the following ingredients - Alkylphenol ethoxylates, Dibutyl phthalate, heavy metals including arsenic, lead, cadmium, cobalt, chromium, mercury, nickel or selenium, or ozone depleting compounds.

#### **Disinfectants/Sanitizers**

Products must meet the Mandatory Health and Environmental Specifications established in for general purpose, bathroom and glass cleaners for the active ingredients, with the exception of biodegradability. They must also exhibit a VOC limit of not greater than 1% and be registered by the US Environmental Protection Agency.

#### **Floor Care Products (Floor Finishes, Floor Strippers, and Maintenance Products)**

To be awarded in this category, contractors had to offer all three product applications that are designed to work together in an environmentally preferable system of overall floor care. All three products must also be free of zinc and heavy metals.

It was desirable that all three products not contain glycol ethers or ammonia and that the finisher and maintenance products not contain phthalates. It is also desirable that the Stripper and maintenance product exhibit a VOC content of not greater than 1% and that the stripper, in its concentrate form, have a pH between 2.5 and 12.

#### **Hand Soaps**

These products must not be anti-microbial and it is desirable that they have a pH between 6 and 8.5

### **B. Non-Product Formulation / Mandatory and Desirable Criteria for All Product Categories**

This criterion addresses the issues of training, packaging, labeling, dispensing equipment, animal testing and a company's corporate environmental commitment. Details are below.

#### **Training and Dispensing Equipment**

Proper training and appropriate use of dispensing equipment are critical for the successful transition to environmentally preferable cleaning products. Because these products are formulated without harsh chemicals, they may clean differently, require different cleaning methods, or have very targeted applications when compared with the products currently being used. If training is ignored and the cleaning staff uses new products, efforts to switch to alternative cleaners may not be successful. Thus, facilities should work with contractors to ensure that adequate training of cleaning staff has been conducted.

All contractors offer training free of charge. Each vendor offers a different line of cleaners that use different chemical methods to achieve the best result. You are encouraged to speak with each vendor about the advantages of using their products and what kind of training they offer. If high turnover among maintenance staff is a reoccurring problem at your facility, you may wish to consult with the vendors and maintenance staff on the best way to incorporate ongoing training into your operations.

New dispensing systems can enhance the productivity of cleaning staff, improve the cost efficiency of the cleaning operation and reduce worker exposure to chemicals. Each contractor offers different dispensing equipment with varying associated costs-or no cost (see price sheets or contact vendors). Departments should work with contractors, to determine which system offered is appropriate for the needs of a given facility.

#### Packaging

While the primary packaging (e.g. bottles and pails) is required to be recyclable, it is also desirable that the packaging contain a percentage of post-consumer recycled content and/or represent a source reduction measure (e.g. reusable).

#### Labeling

The labels are required to clearly indicate that dilution with **cold** tap water is recommended. Proper use and disposal instructions must also be included on the label. It is desirable that the product labels be color-coded and/or be printed in at least both English and Spanish.

#### Animal Testing

In an attempt to discourage animal testing by the product manufacturers, the RFR stated that it is desirable that the products not be tested on animals. Several manufacturers have utilized alternative methods to obtain the necessary documentation to demonstrate compliance with the criterion. See the individual pricing pages for more information.

#### Asthmagens

Awarded contractors of GRO16 have provided information as to whether their products contain ingredients that may be identified as asthma-causing agents (asthmagens). Such ingredients may include, but not be limited to the following:

- Monoethanolamine (CAS 141-43-5)
- Tall Oil or Rosin (CAS 8002-26-4)
- Chlorhexidine (CAS 55-56-1)
- Chloramine T (CAS 127-65-1)
- Ammonium Quaternary Disinfectants (May include, but not be limited to the following CAS #s: 8001-54-5, 121—54-0, 122-18-9, 8044-71-1, 123-03-5, 122-19-0)

According to the awarded contractors and their respective manufacturers, most of the products offered under this contract do not contain the ingredients indicated above. However, buyer should consult the individual pricing page for each contractor to see the designated product exceptions.

## **9. Performance Measures and Vendor Reporting Requirements:**

### **Performance Measures:**

Each contractor's performance will be evaluated on an ongoing basis and will be utilized in determining whether or not to extend its contract.

User departments will be surveyed as to their satisfaction with contractor's performance under the contracts. Such surveys may include, but are not limited to satisfaction with the contractor, timeliness of response and service performance. Failure to maintain a satisfactory rating may be grounds for early termination or non-renewal of that contractor's contract.

Contractor performance will also be measured based upon the number of complaints received from user departments. A high number of unresolved complaints will result in a warning to the contractor and may lead to early termination or non-renewal of that contractor's contract.

### **Reporting:**

Contractors will be required to submit annual activity reports. These annual reports will be utilized to evaluate performance on an ongoing basis.

Following the initial contract period, awarded Contractors shall be required to perform a certain volume of services to remain on the contract. The PMT will review each contractor on a yearly basis to determine if a substantial amount of work was performed. If the team is not satisfied with the amount of work performed by the contractor, the contractor will be contacted. If the amount of work performed was low or no work was performed, the contractor may be removed from the contract.

## **10. Location of Additional Guidance**

- Refer to Attachment A to see the Product Performance Test Results from the testing performed by the Toxic Us Reduction Institute at University of Massachusetts Lowell.
- Refer to Attachment B for the definitions of terms used throughout this OSD Update.
- The minimum environmental and health standards established for this contract are based on the Green Seal Standard for Industrial and Institutional Cleaners (GS-37), wherever possible. This information may be accessed at <http://www.greenseal.org/standards/industrialcleaners.htm>.
- More information on other environmentally preferable products may be found at [www.mass.gov/osd/enviro](http://www.mass.gov/osd/enviro).

## **11. Contract Manager Contact Information**

Marcia Deegler, Environmental Purchasing Program Manager  
Operational Services Division  
One Ashburton Place, Room 1017  
Boston, MA 02108-1552  
[marcia.deegler@osd.state.ma.us](mailto:marcia.deegler@osd.state.ma.us)  
617-720-3356; 617-727-4527 (fax)

Kristal Doherty, Procurement Team leader, Facilities and Food and Grocery  
Operational Services Division  
One Ashburton Place, Room 1017  
Boston, MA 02108-1552  
[kristal.doherty@osd.state.ma.us](mailto:kristal.doherty@osd.state.ma.us)  
617-720-3128, 617-727-4527 (fax)

## **Procurement Management Team (PMT) Members**

OSD Update EPP Cleaning Products

Eric Friedman, Director of State Sustainability  
251 Causeway Street  
Boston, MA 02114-2150  
[eric.friedman@state.ma.us](mailto:eric.friedman@state.ma.us)  
617-626-1034, 617-626-1180

Dmitriy Nikolayev, Environmental Purchasing Project Specialist  
Operational Services Division  
One Ashburton Place, Room 1017  
Boston, MA 02108-1552  
[Dmitriy.nikolayev@osd.state.ma.us](mailto:Dmitriy.nikolayev@osd.state.ma.us)  
617-720-3351; 617-727-4527

## ATTACHMENT A

### Product Performance Test Results

The performance scores below reflect the results of the tests conducted by the Toxic Use Reduction Institute's Surface Solution Laboratory (SSL) at University of Massachusetts Lowell on all general purpose, bathroom, glass and carpet cleaning products.

The RFR required that the general purpose cleaners remove at least 80% of the soil and the bathroom cleaner remove at least 75% of the soil. The results and scoring significantly exceeded both requirements for all manufacturer product lines.

Product Manufacturer Name	Product Brand Name	Dilution Ratio	Surface #1	Surface #2	Surface #3	Overall Score	Pass / Fail
<b>GENERAL PURPOSE</b>			Ceramic	Plastic	Painted Steel		
Envirox LLC	H2Orange2	128:1	96.93	95.33	100.63	97.63	Pass
Envirox LLC	Grout Safe	128:1	99.05	90.49	96.30	95.28	Pass
ECOgent Environmental	ECOgent	64:1	87.84	91.31	100.63	93.43	Pass
Clean Environment Co.	Super Orange	64:1	88.21	89.78	97.82	91.94	Pass
Rochester Midland	Enviro Care	128:1	93.66	98.92	99.67	97.41	Pass
MD Stetson	PC 101	512:1	86.86	92.60	98.20	92.55	Pass
Cleanline Products	Super H202	128:1	91.26	94.30	98.15	94.57	Pass
Ramsey Company	Freefall	64:1	89.15	98.78	99.72	95.88	Pass
<b>BATHROOM CLEANER</b>			Fiberglass	Chrome	Ceramic		
Envirox LLC	H2Orange2	13:1	98.10	97.04	81.60	92.25	Pass
Envirox LLC	Grout Safe	13:1	100.81	99.97	98.39	100.06	Pass
ECOgent Environmental	Ecogent	17:1	91.64	94.62	94.78	93.68	Pass
Clean Environment Co.	Basin/Tub/Tile	8:1	90.29	87.67	93.77	90.58	Pass
Rochester Midland	Enviro Care	8:1	70.46	95.68	93.03	86.39	Pass
MD Stetson	Lav Safe	64:1	95.95	86.38	98.06	93.46	Pass
Cleanline Products	H202	25:1	93.06	91.00	91.54	91.86	Pass
Ramsey Company	Freefall	64:1	99.50	91.22	98.24	96.32	Pass
<b>GLASS CLEANER</b>			Glass	Chrome			
Envirox LLC	H2Orange2	128:1	95.47	99.82	N/A	97.64	Pass
Envirox LLC	Grout Safe	128:1	101.5	73.22	N/A	87.14	Pass
ECOgent Environmental	ECOgent	64:1	98.60	88.94	N/A	93.77	Pass
Clean Environment Co.	Glass & Hard Surface	25:1	100.51	96.60	N/A	98.28	Pass
Rochester Midland	Enviro Care	32:1	96.37	91.65	N/A	94.01	Pass
MD Stetson	PC 101	512:1	96.03	100.53	N/A	98.56	Pass
Cleanline Products	H202	256:1	99.17	86.26	N/A	92.72	Pass
Ramsey Company	Freefall	256:1	96.87	96.93	N/A	96.90	Pass
<b>CARPET CLEANER</b>							
Envirox LLC	H2Orange2						
Envirox LLC	Grout Safe						
ECOgent Environmental	ECOgent	DATA	PENDING	FOR ALL	PRODUCTS		
Clean Environment Co.	Cycle Emulsifier						
Rochester Midland	Enviro Care						
MD Stetson	PC 112						
Cleanline Products	H202						
Ramsey Company	N/A						

**Test Results** – The scores represent the percentage of soil cleaned from the surface with one application of the product. In cases where the score is in excess of 100%, the lab advises that it usually means that the coupon used in the test may have contained trace amounts of soil before applying the test soil and during the process the cleaning product cleaned everything. (Call the contractors or SSL for more detail [www.cleansolutions.org](http://www.cleansolutions.org)).

**Dilution Ratio** - represents the estimated number of gallons of water to be added to one gallon of concentrated cleaning product.

## *Product Performance Test Results (continued)*

### **SOIL TYPES used in the tests include:**

General Purpose Cleaner tests – Huckle's Soil, which is a mixture of creamy peanut butter, salted butter, high gluten wheat flour, fresh egg yolk, evaporated milk, distilled water, International printers ink solution, and saline solution

Bathroom Cleaner tests – SSL Soil #1, which includes dry skin lotion, clean rinsing body wash, Pert shampoo and conditioner, natural liquid hand soap, deodorant bar soap and water

Glass Cleaner tests – SSL Soil #2, which includes regular shaving cream, extra spray deodorant, naturals flexible hold hair spray, texturing hair gel, Total toothpaste, and water

Carpet Cleaner tests – As of the writing of this Update, there was a delay in shipping one of the test soils to the lab. Thus, all **data is pending** completion of the three tests.

**See the list of Awarded Contractors in Section 6 to view the Product Manufacturer they represent on GRO16. Additional details on test methods may also be obtained from any of the Awarded Contractors.**

## ATTACHMENT B

### Definitions

These definitions are established in the Green Seal Standard GS-37.

**Bathroom cleaners.** This category includes products used to clean hard surfaces in a bathroom such as counters, walls, floors, fixtures, basins, tubs, and tile. It includes products that are required to be registered under the Federal Insecticide, Fungicide, and Rodenticide Act (FIFRA), such as disinfectants and sanitizers, but does not include products specifically intended to clean toilet bowls.

**Carpet Cleaners.** Products used for the routine cleaning of carpets and other textile floor coverings. They should specify the appropriate maintenance method, such as extraction cleaning, shampooing, powdered absorbent, etc.

**Concentrate.** This is a product that **must** be diluted by at least eight parts by volume water (1:8 dilution ratio) prior to its intended use.

**Disinfectant.** EPA registered agents used to destroy or irreversibly inactivate infectious fungi, viruses, and bacteria, but not necessarily their spores.

**Dispensing-system concentrates.** These are products that are designed to be used in dispensing systems that cannot be practically accessed by users.

**EDTA.** This stands for ethylene diaminetetraacetic acid or ethylene dinitrilotetraacetic acid or any of its salts.

**General-purpose cleaners.** This category includes products used for routine cleaning of hard surfaces including impervious flooring such as concrete or tile. It does not include cleaners intended primarily for the removal of rust, mineral deposits, or odors. It does not include products intended primarily to strip, polish, or wax floors, and it does not include cleaners intended primarily for cleaning toilet bowls, dishes, laundry, glass, carpets, upholstery, wood, or polished surfaces. This category does not include any products required to be registered under FIFRA, such as those making claims as sterilizers, disinfectants, or sanitizers.

**Glass cleaners.** This category includes products used to clean windows, glass, and polished surfaces. This category does not include any products required to be registered under FIFRA, such as those making claims as sterilizers, disinfectants, or sanitizers.

**Ingredient.** Any constituent of a product that is intentionally added or known to be a contaminant that comprises at least 0.01% by weight of the product.

**Ozone depleting compounds.** Any compound with an ozone-depletion potential greater than 0.01 (CFC 11 = 1).

**Product as used.** This is the most concentrated form of the product that the manufacturer recommends for a product's intended use. For example, if a manufacturer recommends a product be diluted 1:64 or 2:64 for use as a general-purpose cleaner, the product shall meet the environmental and performance requirements at a dilution of 2:64.

**Primary packaging.** This packaging is the material physically containing and coming into contact with the product, not including the cap or lid of a bottle.

**Recyclable package.** This package can be diverted from the waste stream through available processes and programs, and can be collected, processed, and returned to use in the form of raw materials or products.

**Sanitizers.** EPA registered agents used to reduce, but not necessarily eliminate microorganisms to levels considered safe by public health codes or regulations.

**Undiluted product.** This is the most concentrated form of the product produced by the manufacturer for transport outside its facility.

# Purchasing Safer Products

Creating Healthy Schools in Massachusetts. Working Together, Finding Solutions – September 25, 2002

---

## ***Resources Containing Product Suggestions***

### **Massachusetts Statewide Contract #GRO16, Cleaning Products, Environmentally Preferable (Reduced Health and Environmental Impacts)**

[http://www.comm-pass.com/Comm-PASS/Scripts/xdoc\\_view.idc?doc\\_id=014080&key\\_xx=](http://www.comm-pass.com/Comm-PASS/Scripts/xdoc_view.idc?doc_id=014080&key_xx=) The contract – awarded in April 2003 – covers general purpose, bathroom, glass and carpet cleaners, disinfectants, floor care products (strippers and finishes) and hand soaps. The formulation specifications for the contract were developed by a multi-state working group and based on Green Seal's GS-37 standard. They address such issues as product toxicity for humans and aquatic life, carcinogens and reproductive toxins, ozone-depleting substances, asthmagens, respiratory, skin and eye irritants, and a number of others. Public schools are eligible to use this contract for their purchases.

### **INFORM's Cleaning for Health Report**

<http://www.informinc.org/cleanforhealth.php> This report is a one-stop guide to environmentally preferable cleaning products and methods that have been effectively used in office buildings, schools, hospitals and other facilities in the United States and Canada. It describes pioneering product evaluation programs and lists the brands that were chosen based on environmental and performance criteria. It also provides a model specification, as well as manufacturer contacts and other resources for those who want to develop a safer cleaning program for their buildings. The publication can be ordered online (\$7.00). The introduction, table of contents and introduction are available for free.

### **Green Seal's Choose Green Report on General Purpose Cleaners**

<http://www.greenseal.org/recommendations/CGR=GPCleaners.pdf> A short report covering the basics of purchasing green cleaners, what to avoid in cleaning products, and recommending a number of products/brands based on their health and environmental attributes.

### **King County Washington Less Toxic Cleaners Bulletin**

<http://www.metrokc.gov/procure/green/bul22.htm> This informative bulleting lists attributes to look for in less toxic cleaners and provides names, addresses and websites for vendors of less toxic cleaners

## ***Resources on Specific Aspects of Green Cleaning***

### **Janitorial Pollution Prevention Project**

<http://www.westp2net.org/janitorial/jp4.htm> This valuable website supplies fact sheets on choosing less toxic toilet, floor, carpet, glass, bathroom, and metal cleaners and disinfectants. It also lists ingredients you should avoid (under "Tools") and gives tips on training and hazards.

### **Green Seal's Standard for Industrial and Institutional Cleaners (GS-37)**

<http://www.greenseal.org/standards/industrialcleaners.htm> This is a comprehensive standard for less toxic cleaners developed through an elaborate consensus process with participants from institutional purchasing, maintenance, chemical manufacturing and environmental health and safety groups. The standard was used as a basis for the product specifications of the Massachusetts statewide contract for environmentally preferable cleaners.

## ***Resources to Help You Read MSDSs and Learn More about Chemicals***

### **Asthma Database**

<http://www.aoec.org/aoeccode.htm> Look up a chemical here and it will tell you whether that chemical is known to cause asthma. This is a good way to screen products by looking up chemicals listed on the MSDS and ruling out asthmagens (asthma-causing agents).

### **Chemfinder Database**

<http://chemfinder.cambridgesoft.com/> At this website you can look up unfamiliar chemicals and find out more about them.

### **Frequently Asked Questions on MSDS**

<http://www.ilpi.com/msds/faq/> This website includes links to tutorials on how to read an MSDS, what items require one, what the regulations are, and many other useful facts.

### **Chemical Resistant Gloves Guide**

<http://physchem.ox.ac.uk/MSDS/glovesbychemical.html> Use this guide to determine what kind of protective gloves to get based on the chemicals in your product. Most catalogs of safety products have similar guides directing you to the right product.

### **Incompatible Chemicals**

<http://physchem.ox.ac.uk/MSDS/incompatibles.html> Use this guide to determine if any products you have should not be stored near other products you have.

